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19 October 1988

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MEMORANDUM FOR: Deputy Director of Central Intelligence

FROM: William M. Baker
Director, Public Affairs Office

SUBJECT: Address of the President's Export Council Subcommittee
on Export Administration

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1. You are scheduled to address the President's Export Council Subcommittee on Export Administration (PECSEA) luncheon (12:00 noon - 1:30 p.m.) on Thursday, 20 October at Commerce Department, 14th Street and Constitution. Please enter at the Secretary's entrance on 15th Street. [redacted] will meet you at the entrance and remain with you throughout the program. Phone: 377-2112.

2. Arrangements: You are requested to be in the Secretary of Commerce's Private Dining Room on the 5th floor at approximately 11:55 a.m. where you will be met by Chairman of PECSEA and Chairman of the Board of Directors Ampex, Arthur H. Hausman. Lunch will be served at 12:00 noon and your remarks are scheduled to begin at 12:45 p.m. You will be introduced by Mr. Hausman. The suggested format is 20 minutes of off-the-record unclassified remarks followed by 10 minutes of questions and answers.

You will be seated with Mr. Hausman and Assistant Secretary for Trade Administration Paul Freedenberg. (See tab opposite for biographies.) The remaining members of the head table are not selected until immediately prior to the luncheon. Although Secretary of Commerce William Verity may attend, we will not know until the day of the luncheon if he will be present. A podium will be available near the head table. Since the group is small, a microphone is not needed. DCI security will tape your remarks for the Agency's historical files.

Audience: You can expect an audience of 30 people which includes 19 members of the PECSEA. The majority of the members of the subcommittee are export administration officials from the "high-tech" segment of the business community. (See tab opposite for the subcommittee list.) Also attending will be a number of high-level government personnel associated with PECSEA from DOD, the International Trade Administration Department of Commerce, State Department, Treasury Department and the Office of the United States Trade Representative. Neither foreign nationals nor members of the media will be present.

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Background: The PECSEA was established in June 9, 1976, by President Ford and is a presidential advisory group that operates within the International Trade Administration of the Department of Commerce. The subcommittee advises the President on matters pertinent to those portions of the Export Administration Act of 1979 that deal with the US policies of encouraging trade with all countries with which the US has diplomatic or trading relations. In addition, PECSEA is responsible for controlling trade for national security, foreign policy, and short supply reasons. Members of the subcommittee prepare papers which are cleared through Commerce Department and sent to the President. (See tab opposite for list of 87-88 papers.) These papers become policy papers of the President's Export Council. This subcommittee is a transitional committee which will continue until September 1989. (See tab opposite for further background information.)

Previous luncheon speakers have included US Trade Representative Clayton Yuetter, Secretary of Commerce William Verity, Senator John Heinz, Congresswoman Nancy Johnson, former Assistant Secretary of the Treasury Francis Keating, and former NSC Special Assistant to the President Robert Dean. has also briefed this group.



William M. Baker

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AMPEX CORPORATION
401 Broadway
Redwood City, California 94063

26 November 1985

ARTHUR H. HAUSMAN

Chairman of the Board of Directors

Arthur Herbert Hausman is Chairman of the Board of Directors of Ampex Corporation, headquartered in Redwood City, California. He was elected Chairman in February, 1981.

Hausman joined Ampex in 1960 as Vice President and Director of Research and in 1961 was named Vice President -- General Manager, Research and Advanced Technology, and Senior Technical Officer. In 1963, he was appointed Vice President - Operations with overall responsibility for Ampex's Research and Advanced Technology as well as for four product divisions.

Named Group Vice President in 1965, Hausman was elected a member of the Board of Directors in 1966 and was appointed Executive Vice President the following year. He was elected President and Chief Executive Officer in 1971 and served in that capacity until 1983.

He began his career in industry in 1946 as a founding member of Engineering Research Associates in St. Paul, Minnesota, which later became the Univac Division of Sperry Rand Corporation. From 1948 to 1960, Hausman was employed as an electronic scientist with the Department of Defense in Washington, D.C. In 1960, he received its Meritorious Civilian's Service Award, and he continues to serve as an advisor to that department.

Hausman also has served as Chairman of the Technical Advisory Committee on Computer Peripherals, Components and Related Test Equipment for the Department of Commerce from 1974 to 1976. In 1976, he was appointed to the Export Administration Subcommittee of the President's Export Council. He was elected to the Board of Directors of the Bay Area Council and the Board of Directors of Drexler Technology Corporation, Palo, Alto, California in 1981. In 1983, he was elected to the Board of Directors of Technology For Communications International, Inc. of Mt. View, California, and he became a member of the Visiting Committee to the Department of Mathematics at M.I.T. Also in 1983, he was appointed to a three-year term as a member of the Engineering Foundation Advisory Council of the University of Texas at Austin. In 1984, he was elected to the Board of Synthetic Vision Systems in Ann Arbor, Michigan, and subsequently became Chairman of the Board. In 1985, he was appointed by President Reagan to the President's Export Council, to the Council's Executive Committee and to the Chairmanship of the Export Administration Subordinate Committee of the Council.

Hausman received his B.S. degree in Electrical Engineering in 1944 from the University of Texas, majoring in communications-electronics. Following graduation, he served as a commissioned officer in the U.S. Naval Reserve until 1946. In 1948, he obtained his Masters degree in engineering science and applied physics from Harvard University. He attended the University of Maryland from 1949-1953 where he did post graduate work in electrical engineering.

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Hausman is a registered professional engineer and a member of the Institute of Electrical and Electronics Engineers. He holds a number of patents and has authored a number of technical papers. In 1984 he was elected to membership in the COSMOS Club in Washington, D.C.

In March, 1976, Hausman was invited by the North Atlantic Treaty Organization to speak on "East-West Technological Cooperation, Likely Transfer Patterns 1976-1980."

A former trustee of the United Bay Area Crusade, and a former director of both the American Electronics Association and the Army Ordnance Association, Hausman was born in 1923 in Chicago and grew up in El Paso, Texas. He married Helen Mandelowitz of New York City in 1946. The Hausmans have three children and reside in Atherton, California.

Ampex Corporation designs, manufactures and markets worldwide professional audio and video systems, computer memories and data handling products, magnetic tape and accessories. Ampex is a wholly owned subsidiary of The Signal Companies, Inc., La Jolla, California.

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VERITY, C. William, Jr., Secretary of Commerce, Dept. of Commerce, Room 5851, 14th St. & Constitution Ave., NW, Washington, DC 20230. Born Jan. 26, 1917 in Middletown, OH. Married to Margaret (Peggy) Burnley. Three children. Yale Univ., 1939, B.A. U.S. Navy service, 1942-46. Career record: 1940-65, various mgmt. positions, 1965-71, President and Chief Executive Officer and 1971-82, Chairman of the Board, Armco, Inc. in Middletown, OH; 1980-81, Chairman, U.S. Chamber of Commerce; 1981-83, Chairman, President's Task Force on Private Sector Initiatives; 1984, Co-chairman, U.S.-U.S.S.R. Trade and Economic Council; 1985—, member, President's Advisory Council on Private Sector Initiatives; 1985-87, member, Presidential Board of Advisors on Private Sector Initiatives. Confirmed by the Senate to be Secretary of Commerce on Oct. 13, 1987; sworn into office on Oct. 19, 1987.

FREEDENBERG, Paul, Assistant Secretary for Trade Administration, Dept. of Commerce, Room 3898B, 14th St. & Constitution Ave., NW, Washington, DC 20230. Home, 7922 Ivymount Terrace, Potomac, M 20854. Born Feb. 17, 1943 in Chicago, IL to Irving and Esther (Kamel) Freedenberg. Married Oct. 9, 1966 to Roberta Beth Horberg. Children: Joshua Michael and David Eli. Univ. of Illinois, 1961-65, B.A. (cum laude); Univ. of Chicago, 1965-67, M.A. and 1967-72, Ph.D. Career record: 1970-75, Asst. Professor, Tulane Univ.; 1976-77, Legis. Asst. to Sen. J. Bennett Johnston (D LA); 1977, Minority Counsel, Joint Com. on Defense Production; 1977-80, Minority Counsel, Subcom. on Intl. Finance and 1980-85, staff director, Subcom. on Finance and Monetary Policy, Senate Com. on Banking, Housing and Urban Affairs; 1985—, current position. Author: "Energy, Oil and Intl. Politics in the 1970's," *Perspectives on the Energy Crisis*, 1975; "U.S. Export Controls," *Natl. Journal*, Dec. 18, 1982; "High Technology and the Export Administration Act," *Export Control*, 1984. Member: American Economic Science Assn.

EXPORT ADMINISTRATION SUBCOMMITTEE MEMBERS

<u>NAME</u>	<u>TELEPHONE</u>	<u>TELECOPY</u>
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MR. JAMES O'CONNELL General Manager, International Trade and Policy Analysis Control Data Corporation 1201 Pennsylvania Ave., NW Suite 370 Washington DC 20004	202/789-6525	202/789-6593
MR. GEORGE H. PERLMAN Vice President Martin Marietta Int'l, Inc. 6801 Rockledge Drive Bethesda MD 20817	301/897-6000	301/897-6704

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MR. LOREN R. SORENSEN Manager, Int'l Export Services Varian Associates 611 Hansen Way Palo Alto CA 94303	415/424-5292	415/493-0307
MR. EDWARD H. STROH (Ed) IKR Corporation 1032 Hercules Avenue Houston TX 77058 <u>MAILING ADDRESS FOR SUBCOMMITTEE</u> P.O. Box 820107 Houston TX 77282-0107	713/493-9939 H 713/480-5088 713/493-2957	713/493-3017 East Side Office West Side Office
MR. CARL D. WARREN Director of Export Regulation IBM Corporation 1801 K St., N.W. #300 Washington DC 20006	202/778-5516	202/778-5528
MS. MARY F. WOODS Director, Operations Cambridge International Trading Corporation Northern Avenue Suite 214 Boston MA 02210	617/439-5200	617/439-5211

Aug. 15, 1988

TABLE OF CONTENTS

REPORTS AND LETTERS
GENERATED BY THE PECSEAASSOCIATED
RESPONSES

	PEC letter to the President on Defense Trade Issue	None
6/13/88	PECSEA letter to Secretary Carlucci forwarding recommendations on Export Control jurisdiction	Yes
6/13/88	PECSEA letter to Secretary Shultz forwarding recommendations on Export Control jurisdiction	None
6/13/88	PECSEA letter to Secretary Verity forwarding recommendations on Export Control jurisdiction	Yes
5/5/88	PECSEA letter to Colby Chandler forwarding recommendations on Defense Trade Issue	Yes
4/26/88	PECSEA letter to Secretary Verity forwarding recommendations on MAPI proposal	Yes
4/26/88	PECSEA letter to Secretary Shultz forwarding recommendations on MAPI proposal	Yes
4/12/88	PECSEA letter to Paul Freedenberg forwarding letter from Bill Root	Yes
3/29/88	PEC letter to The President forwarding report on Improving Multilateral Export Controls	None
3/1/88	PECSEA letter to Secretary of Commerce Verity supporting his position on opposing the imposition of export license fees. Copies of the letter were sent to USTR Clayton Yeutter and James Miller, OMB	Yes(Verity) Yes (Yeutter) 3/29/88 No (others)
12/22/87	PECSEA letter to the PEC (subsequently approved) to The President, making nineteen recommendations for improvements in the multilateral control system	Yes
12/15/87	PECSEA letter to Secretary Verity recommending actions to simplify re-export procedure for foreign firms	Yes
12/14/87	PECSEA letter to the PEC recommending review of antiboycott compliance program	Yes(PECEXCOM Mtg.)

TABLE OF CONTENTS (Cont'd)

Page 2.

8/17/87	PECSEA letter recommending U.S.COCOM initiatives to improve compliance and strengthen enforcement, sent to Acting Secretary of Commerce Brown, Secretary of State Shultz, Secretary of Defense Weinberger, Secretary of Energy Harrington, and Frank Carlucci of the NSC	None
8/6/87	PECSEA letter to Acting Secretary of Commerce Brown, Secretary of State Shultz, and to Frank Carlucci, NSC, recommending an approach for incorporating public comment and advice in the development and implementation of multilateral national security export controls. Transmittal letter to PEC Chairman from PECSEA Chairman.	Yes (2) (1)9/2/87 (2)4/8/88
5/5/87	PECSEA letter to Paul Freedenberg forwarding the final Report from the Ad Hoc Working Group on Automation	None

**PRESIDENT'S EXPORT COUNCIL SUBCOMMITTEE ON
EXPORT ADMINISTRATION**
Office of the Assistant Secretary for Trade Administration Phone: (202) 377-4253

Room 1633
International Trade Administration
Department of Commerce
Washington, DC 20230

Designated Federal Employee: Willard Workman

History and Authority: Subcommittee was established June 9, 1976, by President Ford by Executive Order 12131. It is a presidential advisory subcommittee and operates within the International Trade Administration, Department of Commerce.

Program: Subcommittee advises on matters pertinent to those portions of Export Administration Regulations and the Export Administration Act of 1979 that deal with the U.S. policies of encouraging trade with all countries with which the United States has diplomatic or trading relations and of controlling trade for national security, foreign policy, and short supply reasons.

Membership: Subcommittee consists of twenty members.

Staff: Support services are provided by the International Trade Administration.

Meetings: Subcommittee meets four times a year.

LEVEL 3 - 1 OF 26 STORIES

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Daily Report For Executives

August 11, 1988, Thursday

SECTION: REGULATION, ECONOMICS AND LAW; DER No. 155

LENGTH: 640 words

HEADLINE: Trade Policy, EXPORT COUNCIL HEAD CRITICIZES GOVERNMENT DEFENSE TRADE POLICIES

BODY:

The head of the President's Export Council Aug. 8 wrote to President Reagan expressing concerns about U.S. defense trade policies and suggesting establishment of an office to coordinate U.S. actions in the area.

PEC Chairman Colby H. Chandler's letter, released Aug. 9 at a PEC Export Administration subcommittee meeting, contends that "conflicting policies and lack of coordination between agencies have had an adverse effect on our defense industry's international competitiveness."

The letter does not directly address munitions export controls—a principal focus of a House Foreign Affairs Committee examination of the policies as part of its review of the Foreign Assistance Act of 1961—but it stresses weakening U.S. defense export industries' competitiveness.

This trend, Chandler wrote, could hurt the U.S. defense industrial base, increase reliance on foreign sources for U.S. security, and reduce "one of the few positive foreign trade balances the United States has been able to maintain."

Chandler noted that U.S. defense-related sales dropped from \$22 billion in 1982 to about \$9 billion last year, and he cited declines in the U.S. portion of the international defense market, the proportion of U.S. defense exports to NATO member countries, and the level of research and development in support of the defense industry.

Moreover, he said, although the aerospace industry is still strongly competitive, the continuing decline in the U.S. defense market share has weakened the U.S. technological lead and its industrial base.

"It should be noted that this trend is occurring in the defense industry, where the United States has long held a position of preeminence in the world," he added.

Chandler cited as a contributing factor to the competitive deterioration the "inability of government to agree on a common set of goals concerning defense trade and the defense industrial base."

Responsibility is divided among the Departments of State, Commerce, Defense, and Treasury, he continued, with economic, foreign policy, and defense-related decisions also made through the Coordinating Committee on Multilateral Export Controls and memorandum of understanding agreements.

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"These decisions are frequently made without adequate industry or even interagency, consultations, or without a clear view of how these decisions will affect the industrial base," he said.

Foreign Competition

Meanwhile, Chandler said, U.S. firms face increasing competition. He mentioned the development of the defense industry both by Western allies and developing countries, with most competitors aggressively supported by their governments.

"Unlike the United States," he continued, "other nations are motivated to develop a competitive defense industry by largely economic considerations and to promote defense exports as strongly as commercial trade."

Contending that the economic health of the U.S. defense industry is as important as defense readiness, Chandler called for a coherent national strategy to improve the U.S. aerospace and defense industry's international position while supporting the U.S. economy and foreign policy.

The PEC, Chandler wrote, is aware that enhancing U.S. defense industry competitiveness must involve improved procurement procedures to guard against illegal and unethical practices, but he added that there must be an articulated policy to improve cooperation within agencies.

The PEC, he said, believes a strategy must emanate from presidential policies, and suggested that consideration be given to designating an office to coordinate interagency activities on aerospace and defense trade issues where more than one department has responsibilities and to improve relations between the government and industry.

LEVEL 3 - 2 OF 26 STORIES

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January 22, 1988, Friday, Final Edition

SECTION: FINANCIAL; PAGE F2

LENGTH: 412 words

HEADLINE: Export License Can Be Issued Electronically

BYLINE: Stuart Auerbach, Washington Post Staff Writer

BODY:

With the press of a button on a computer keyboard, Commerce Secretary C. William Verity yesterday sent an export license humming electronically across the country -- part of a major effort to make it easier for U.S. high-technology companies to sell overseas.

The new electronic system for issuing export licenses, unveiled yesterday by the Commerce Department, will cut to three days the time it takes to check

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whether a product can be shipped overseas without harming U.S. national security. Before the electronic system went into effect, it took 13 days to win license approval on sales to non-Communist nations; in 1954 the approval time was as long as 54 days.

The Commerce Department had been accused by business groups of costing them high-tech sales because of the time it took to get export licenses. These charges led to an effort in the past four years to upgrade the licensing procedure while tightening the net to ensure that overseas sales that could harm national security do not slip through.

The license issued yesterday went to Hewlett-Packard Co. of Palo Alto, Calif., and was for the sale of a \$ 12,000 computer to an Italian firm.

In a test of the operation last week, Perkin-Elmer Corp. of Norwalk, Conn., got its license in three days to sell a \$ 108,000 patient monitoring system to a French hospital. "We got immediate turnaround -- three days compared to seven to 10 days," said Norman W. Smith, Perkin-Elmer's director of trade controls.

His company jumped in early, working with Commerce Department officials to develop the software needed to hook into the electronic system.

"It will improve our response to customers and gives predictability to licensing," said Smith, a member of the subcommittee on export administration appointed by the President's Export Council.

The new system allows applicants for export licenses to non-Communist countries, which cover 80 percent of all requests, to file their applications electronically. The application is screened by a computer to check if the product is eligible for a license and if the buyer or seller has a record of diverting high-technology products to Soviet bloc nations. A licensing agent double-checks the computer, and the license is approved or denied within three days. This speedup will reduce the agency's paperwork, thereby cutting the time it takes to handle license applications for China and Eastern bloc nations and the Soviet Union, which face stricter criteria.

TYPE: NATIONAL NEWS

SUBJECT: UNITED STATES; INTERNATIONAL TRADE; TRADE REGULATION; COMPUTERS

ORGANIZATION: COMMERCE DEPARTMENT

NAME: C. WILLIAM VERITY

LEVEL 3 - 3 OF 26 STORIES

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September 14, 1987

SECTION: Vol. 10; Pg. 19

LENGTH: 766 words



Allied-Signal Inc.
Suite 700
1001 Pennsylvania Ave., N.W.
Washington, D.C. 20004
(202) 662-2655

October 4, 1988

[Redacted]

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Office of Technology Transfer
Assessment Center
Central Intelligence Agency
P. O. Box 1925
Washington, D.C. 20013

Dear [Redacted]

STAT

Your call this morning made my day, as the saying goes. I immediately advised Mr. Hausman that Mr. Gates has accepted our invitation to address the President's Export Council Subcommittee on Export Administration on October 20 at Commerce.

You will be receiving a letter addressed to Mr. Gates by Mr. Hausman outlining his pleasure that the guest speaker will be with us and providing some ideas for his remarks.

The usual procedure is as follows:

1. Please send me a copy of Mr. Gates bio for Mr. Hausman's use in introducing him. My fax is 202-662-2674 if you would like to save time and postage. I can send it on to Mr. Hausman by fax when I get it.
2. We clear the Secretary's entrance for the speaker - the Commerce entrance on 15th Street N.W. The elevator just near that entrance will take him to the Secretary's Dining Room entrance on the 5th floor.
3. If Mr. Gates (and [Redacted]) will plan to arrive at about 11:55 at Commerce, the PECSEA members and Mr. Hausman will be there to greet them in the Secretary's Dining Room at that time. The meeting (in room 4830) adjourns for lunch at 11:45 and it takes only a few minutes for the luncheon group to gather after that.

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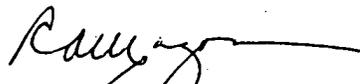
- 2 -

4. Please advise if [] will accompany Mr. Gates to the luncheon. He is invited and will be most welcome, of course. I'll make it easy for you - if I don't hear from you, I'll assume he will be with us. If he cannot attend for lunch and Mr. Gates remarks, please let me know by Oct. 17.
5. As I mentioned, Mr. Hausman will give Mr. Gates some suggestions about his comments. For his own timing information in advance, the speaker is introduced after the dessert is served, at about 12:45 - his comments can take 20-25 minutes and there is a brief Q & A following.
6. Mr. Gates will be seated with the Chairman, Mr. Hausman for the luncheon. There will be a podium for his use nearby the Speaker's table.

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Again, [] thank you and [] so very much for working this out for the PECSEA. We look forward to Mr. Gates appearance with great interest.

Sincerely,



Miss Rosemary A. Mazon
Director, International Affairs

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NOTE TO: Deputy Director of Central Intelligence

SUBJECT: Proposed DDCI informal remarks
before PECSEA Luncheon

1. The attached is an invitation to you from the President's Export Council Subcommittee on Export Administration. You might recall that they had inquired about your possible appearance in August, but you were on leave.

2. I recommend you accept if your calendar is free. They have been sent copies of your recent speech on this issue and I have briefed them on our Methodology. It would be a chance for CIA to place a marker on this issue for the next administration. PECSEA is drafting a transition book on export controls.

3. The standard format would be lunch, followed by 15-20 minutes of informal off-the-record comments by you, and a few questions. The Commerce Secretary usually attends; Under Secretary Freedenberg will almost certainly be there. We could supply talking points or a full speech.

Chief, TTAC

Attachment

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Allied-Signal Inc.
Suite 700
1001 Pennsylvania Ave., N.W.
Washington, D.C. 20004
(202) 662-2650

September 14, 1988

[Redacted]
Chief of Technology Transfer
Assessment Center
Central Intelligence Agency
P. O. Box 1925
Washington, D.C. 20013

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Dear [Redacted]

STAT

Your very capable secretary provided the information for delivery of this letter and also the advice on how I might get it to you quickly. I understand you are not in the office today so am taking this approach to have this request in your hands as soon as possible.

Art Hausman would appreciate your assistance in arranging for Deputy Director Robert M. Gates to be invited to speak at the next meeting of the PECSEA (President's Export Council Subcommittee on Export Administration) which will be held at Commerce on October 20. I know you are familiar with the Subcommittee's work and, since you have been a guest speaker at the meetings, you are aware of the usual scheduling of the session.

If you find that Director Gates might be available to speak informally during the luncheon in the Secretary's Dining Room (12 noon to 1:30) Mr. Hausman would be most appreciative if you will be his "go-between" in inviting Mr. Gates. Art will also follow-up formally by letter to the Deputy Director on your advice that he can accept the invitation.

I would be grateful if your office will reply to me on Mr. Gates availability at your earliest convenience. You are, of course, invited to attend the meeting, or as much of it as you care to, and to be Mr. Hausman's guest at lunch.

Sincerely,

A handwritten signature in cursive script that reads "Rosemary A. Mazon".

Miss Rosemary A. Mazon
Director, International Affairs

AMPEX

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ARTHUR H. HAUSMAN
Chairman of the Board, Emeritus

VIA COURIER

Executive Registry
88-3802X/2

October 12, 1988

Robert M. Gates, Deputy Director
Central Intelligence Agency
Washington, D.C. 20505

Dear Dr. Gates:

I was very pleased to learn of your acceptance to join the President's Export Council SubCommittee on Export Administration at lunch on 20 October. As I believe you have been informed, our luncheon is in the Secretary of Commerce's Private Dining Room and is a closed meeting, restricted to members of the SubCommittee and a small number of government personnel associated with the SubCommittee.

Our practice in the past is for our guest speaker to address the group briefly on issues relating to such export matters as the speaker wished to talk about and then open the meeting up to a question and answer session. We are a relatively small group with the majority of our members coming from the "high-tech" segment of the business community. We have enjoyed a rather informal atmosphere in these luncheon meetings. Usually the total time devoted to both the presentation and the question and answer session is less than 30 minutes.

Again, thank you for accepting our invitation and I am looking forward to seeing you on the 20th.

Sincerely,

Arthur H. Hausman
Chairman,
Export Administration SubCommittee
President's Export Council

AHH:jee

cc:
Technology Transfer Assessment Center
Central Intelligence Agency
Room 6C 43
Washington, D.C. 20505

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